

Company Overview

ACT Capital Advisors is pleased to offer a full-service specialty contractor & design-builder for acquisition. In business for over 50 years and located in the Pacific Northwest, the Company has established an exceptional reputation as the leading provider of design-build services for underground utilities, landscape, and irrigation. The Company's experienced team of over 30 employees leverages operational systems and processes to consistently complete complex projects on-time and on-budget.

Investment Highlights

Comprehensive Capabilities: The Company is a well-established regional leader in delivering specialty contracting services to a wide variety of customers. The Company's broad and diversified project experience – design-build services for site development with an emphasis on underground utilities, irrigation, and landscape for public and private entities – is a key differentiator from its close competitors, who mostly focus on discrete segments of the subcontractor market. The Company is well-equipped to provide feasibility studies and cost estimates for large projects and can provide turnkey design-build projects.

Positioned for Expansion: The Company is well positioned for geographic and service line growth and has a sustainable market position in a robust construction market. The Company is poised to benefit from the influx of public construction over the next decade from the \$1 trillion infrastructure package passed by Congress last year. Building from this strong revenue base, the Company is well positioned to expand into neighboring geographical areas while simultaneously building out various services lines – site development, landscape improvements, and water system management and operation.

Advantageous Tax Credit: The Company currently has a \$790,000 tax credit from one State for unpaid labor from previous years. Additionally, the Company has \$2.1 million in shareholder advances that is also designated as a future tax credit, bringing the total tax credits for the Company to over \$2.8 million.

Extensive Experience: The Company has been operating for 50 years, which has allowed it to develop invaluable industry knowledge and build long-term relationships with customers and suppliers. The company employs qualified field personnel with years of experience which provide on the job, creative solutions, and value engineering. The highly experienced team has afforded the Company a loyal client base of repeat customers.

Consistent Revenue Growth & Healthy Margins: The Company has enjoyed consistent growth in both revenues and profits over the past four years between 2019 and 2022. In the same timeframe, gross profit margins remained steady at approximately 15.9% and the adjusted EBITDA margin averaged to approximately 13.5%.

Superior Name & Reputation: The Company enjoys a long-standing reputation for its consistent high-quality work, ability to handle complex jobs, and commitment to on-time completion of jobs. The Company is well-respected in the Pacific Northwest.

Sample Representative Work

Development Projects	Landscape Irrigation	Water Systems
Residential & Golf Course Residential & Resort	Malls Public Parks Airports	Residential Developments Public Utilities
Golf Courses	Athletic Fields	Underground Utility
Public/Private Landscaping and Irrigation	High School Fields Municipal Parks Stadium Fields	Potable Water Systems Water Filtration Plants Shopping Centers

Financial Information (Historical & Pro-Forma)

FYE 10/31	2020	2021	2022	2023 YTD	2023E
Revenue	\$11.25MM	\$10.95MM	\$8.57MM	\$9.27MM	\$11.10MM
Gross Profit <i>Margin</i>	\$2.01MM <i>(17.9%)</i>	\$.82MM <i>(7.5%)</i>	\$.85MM <i>(11.8%)</i>	\$1.11MM <i>(12.0%)</i>	\$2.68MM <i>(24.1%)</i>
Adj. EBITDA <i>Margin</i>	\$1.27MM <i>(11.5%)</i>	\$.98MM <i>(8.9%)</i>	\$.86MM <i>(10.0%)</i>	\$84MM <i>(9.0%)</i>	\$1.52MM <i>(13.7%)</i>

Contact Information & Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA’s and CIM requests should be submitted to Jack Welch, ACT Associate.

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